

# PHARMSTANDARD – LEADING RUSSIAN PHARMACEUTICAL COMPANY

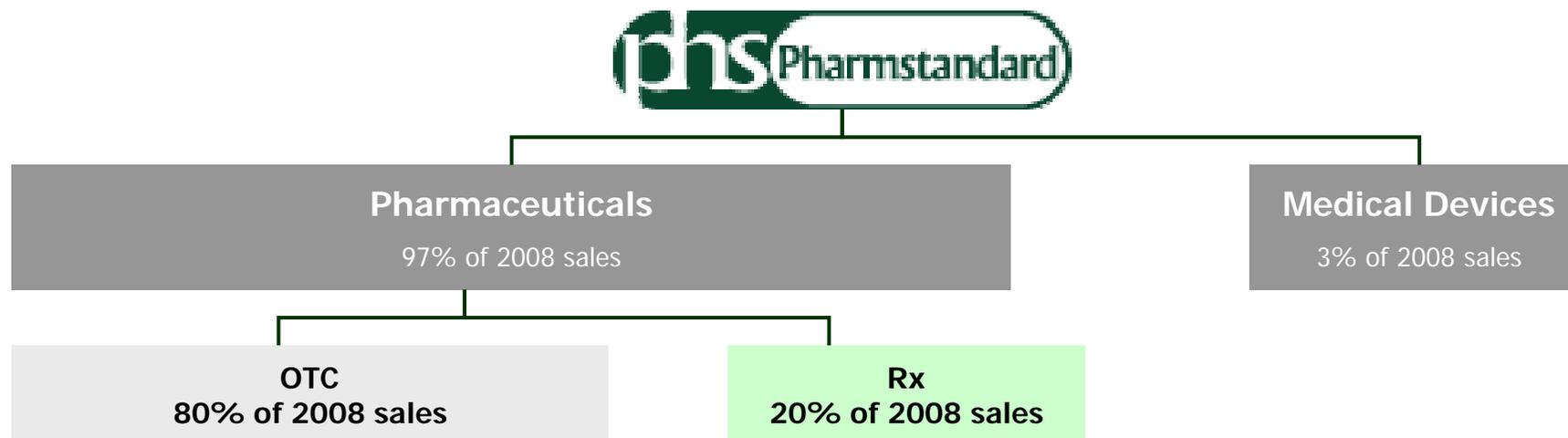
## *1Q 2009 Sales Results Presentation*

# 1Q 2009 Achievements

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- Revenue growth +38%; total revenue 4,553 mln RUR
  - Pharma revenue growth +45% to 4,445 mln RUR
    - OTC revenue growth +43% to 3,548 mln RUR
    - Rx revenue growth +52% to 878 mln RUR
- Direct antiviral effect of Arbidol® is confirmed in major scientific peer-review journal
- Pharmstandard receives international EU GMP certificates for six Pharmstandard – Leksredstva JSC production lines
- Successful development of SOLMIR project – starting production of Imudon®
- New agreement with Pharmapark on marketing and exclusive sales of Altevir®

# 2008 Sales Structure



- Therapeutic focus:

- Analgesics
- Cough & cold
- Vitamins
- Anti-viral
- Anti-fungal

- Product portfolio includes:

- Coronary Therapy
- Acid pump inhibitors
- Nitrites & nitrates
- ACE inhibitors
- Alimentary tract

- Product portfolio includes:

- Sterilisers
- Distillers
- Medical disposables

**43% growth**

**52% growth (60% excluding Mildronate)**

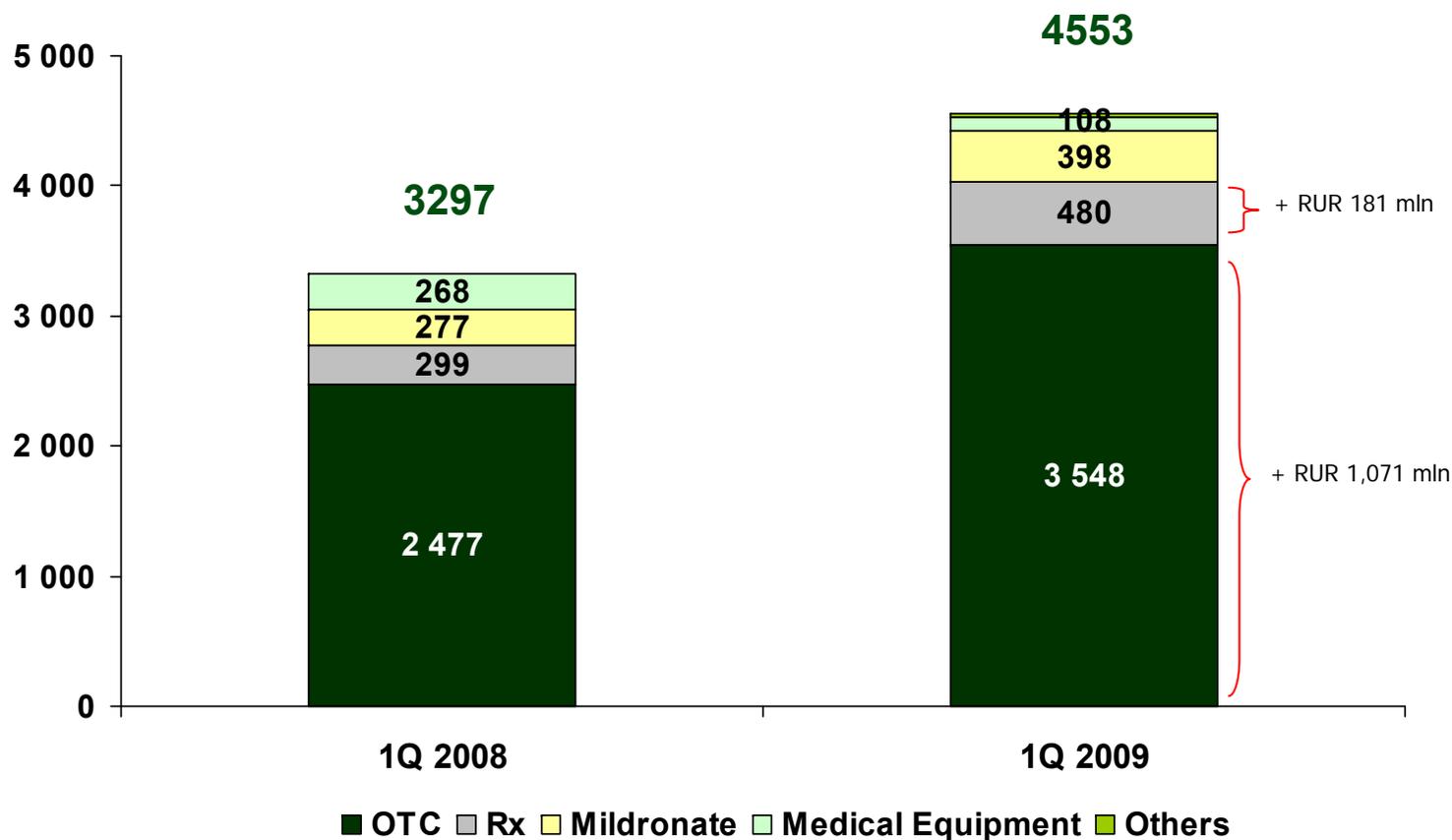
**54% decrease**

**38% revenue growth in 2008**

**45% pharma growth in 2008**

# 1Q 2009 Revenue Breakdown

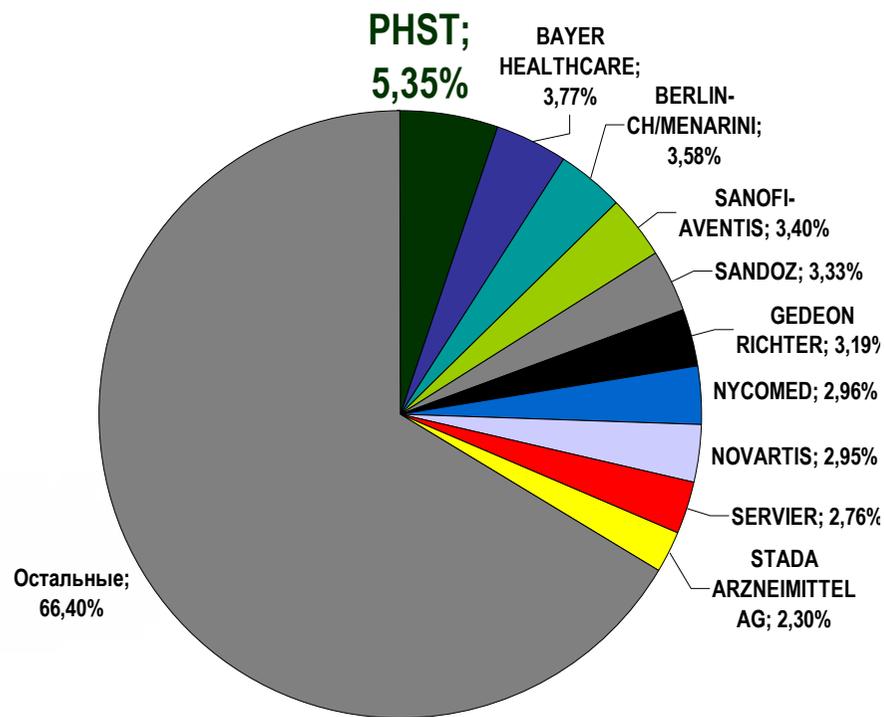
## Sales structure, RUR mln



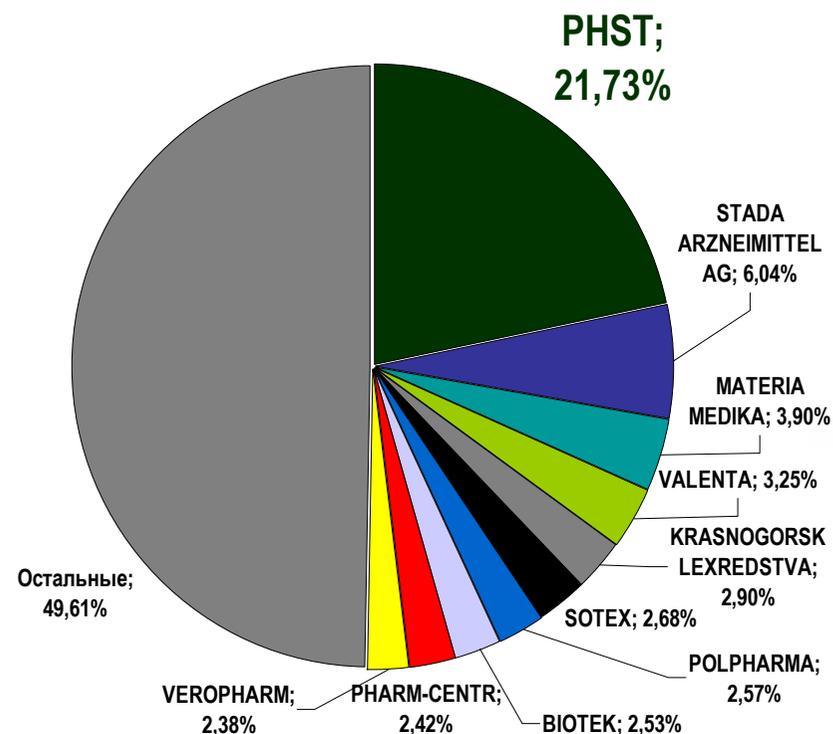
Revenue increased by 38% in 1Q2009

# A Leader in the Russian Commercial Segment

Commercial Segment - Market Share – All Companies



Commercial Segment - Market Share - Domestic



**PHS is #1 in commercial segment**  
 (commercial segment is 75% of the total market)

# Best Selling Brands 1Q 2009

№	BRAND	1Q 2009		1Q 2008		Sales 09/08	
		Sales (mln RUR)	% of total sales	Sales (mln RUR)	% of total sales	Change	%
1	Arbidol	1 228	28%	845	28%	383	45%
2	Pentalgin	494	11%	324	11%	170	52%
3	Mildronat	398	9%	277	9%	121	44%
4	Complivit	323	7%	250	8%	73	29%
5	Codelac	218	5%	73	2%	146	201%
6	Flukostat	153	3%	108	4%	45	41%
7	Phosphogliv	142	3%	88	3%	54	61%
8	Amixin	136	3%	100	3%	36	36%
9	Afobazol	122	3%	0	0%	122	-
10	Terpincod	119	3%	287	9%	-168	-59%
<b>Other brands</b>		<b>1 094</b>	<b>25%</b>	<b>702</b>	<b>23%</b>	<b>392</b>	<b>56%</b>
<b>TOTAL SALES</b>		<b>4 427</b>	<b>100%</b>	<b>3 053</b>	<b>100%</b>	<b>1 373</b>	<b>45%</b>

# Top 10 OTC/RX Brands 1Q 2009

## Top 10 OTC Brands

№	BRAND	1Q 2009		1Q 2008		Sales 09/08	
		Sales (mln RUR)	% of total sales	Sales (mln RUR)	% of total sales	Change	%
1	Arbidol	1 228	35%	845	34%	383	45%
2	Pentalgin	494	14%	324	13%	170	52%
3	Complivit	323	9%	250	10%	73	29%
4	Codelac	218	6%	73	3%	146	201%
5	Flukostat	149	4%	107	4%	42	39%
6	Amixin	125	4%	94	4%	31	33%
7	Afobazol	122	3%	0	0%	122	-
8	Terpincod	119	3%	287	12%	-168	-59%
9	IRS19	84	2%	0	0%	84	-
10	Corvalol	63	2%	35	1%	29	84%
<b>Other brands</b>		<b>623</b>	<b>18%</b>	<b>463</b>	<b>19%</b>	<b>160</b>	<b>34%</b>
<b>TOTAL SALES</b>		<b>3 548</b>	<b>100%</b>	<b>2 477</b>	<b>100%</b>	<b>1 071</b>	<b>43%</b>

## Top 10 Rx Brands

№	BRAND	1Q 2009		1Q 2008		Sales 09/08	
		Sales (mln RUR)	% of total sales	Sales (mln RUR)	% of total sales	Change	%
1	Mildronat	398	45%	277	48%	121	44%
2	Phosphogliv	142	16%	88	15%	54	61%
3	Combilipen	37	4%	1	0%	36	3601%
4	Cyclodol	33	4%	17	3%	16	93%
5	Biosulin	29	3%	32	6%	-4	-12%
6	Pikamilon	26	3%	12	2%	15	128%
7	Reduxin	25	3%	0	0%	25	-
8	Azitrox	24	3%	13	2%	11	89%
9	Renipril	17	2%	14	3%	2	17%
10	Rastan	16	2%	7	1%	9	126%
<b>Other brands</b>		<b>132</b>	<b>15%</b>	<b>115</b>	<b>20%</b>	<b>17</b>	<b>15%</b>
<b>TOTAL SALES</b>		<b>878</b>	<b>100%</b>	<b>576</b>	<b>100%</b>	<b>302</b>	<b>52%</b>

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